NerdioCon
2025
PALM SPRINGS

NerdioCon 2025 PALM SPRINGS

The art of the Nerdio demo

Greg Roberson

Principal Enterprise Sales Engineer

Joined Nerdio 4 years ago

Based in the United States

Blake Michael

Partner Development Manager

Joined Nerdio 1 year ago

Based in the United States

Agenda

It’s a story, not just a presentation

Product scope

Demo (How I tell the story)

- Nerdio components
- Types of deployments
- Image management review

Art of the demo: It's not a presentation, it’s a story

Relevant

- Selling to the business and current market conditions
- Use case studies during the demo
- Uncovering hidden value or pain points
- Try to tie each major feature to a metric that impacts the business.
  - Cost Savings
  - Faster Cloud Adoption
  - Meeting Microsoft MACC agreement requirements

Relatable

- Selling to the personal experience – connect with the person, not just the employee.
- Universal Truths Method
- Be authentic. Tell the story your way. If its meaningful to you, its meaningful to your customer/prospect.

Repeatable & reversible

•Front to back, back to front. And Middle out.

•You will be asked questions in the middle of a demo and must jump around. Its ok.

•Practice your demo multiple ways, at different value prop points.

Art of the demo: It's not a presentation, it’s a story

Image management automation

- Create image source VM
- Modify/update source
- Nerdio image deployment

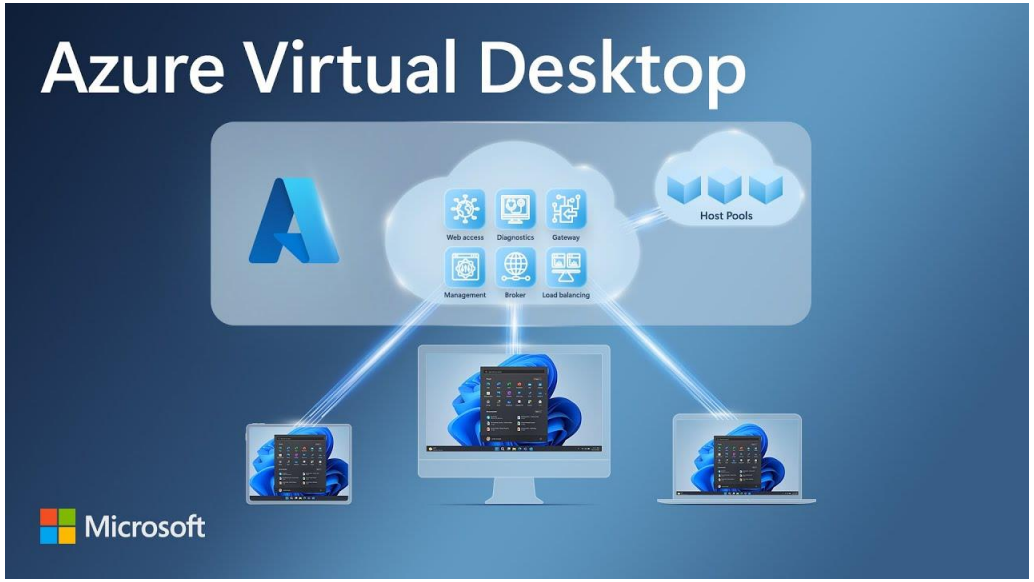
Deployment automation

- Workspace deployment
- Hostpool deployment
- Auto-scale automation setup
- Host pool properties

Mini stories (tailored to customer)

- Insights
  - AVD/Nerdio Health
  - Windows 365
  - AVD
  - Intune
- Endpoints and policies
- Applications and repositories
- Storage
- RBAC
- Advisor

Product scope: AVD/Cloud PC/Intune



Microsoft Intune

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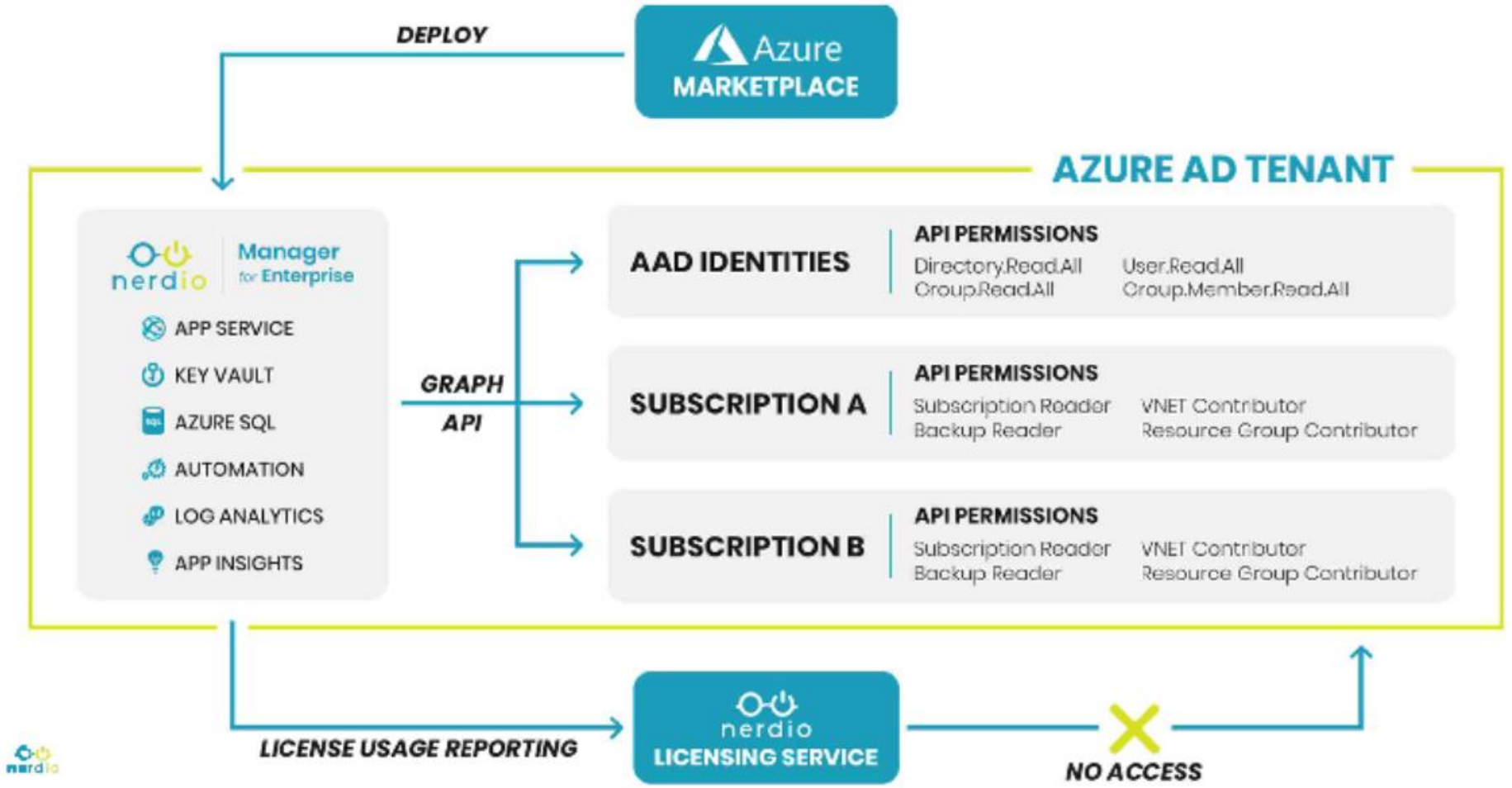
DEMO

Nerdio components



Art of the demo: Flexible deployment types

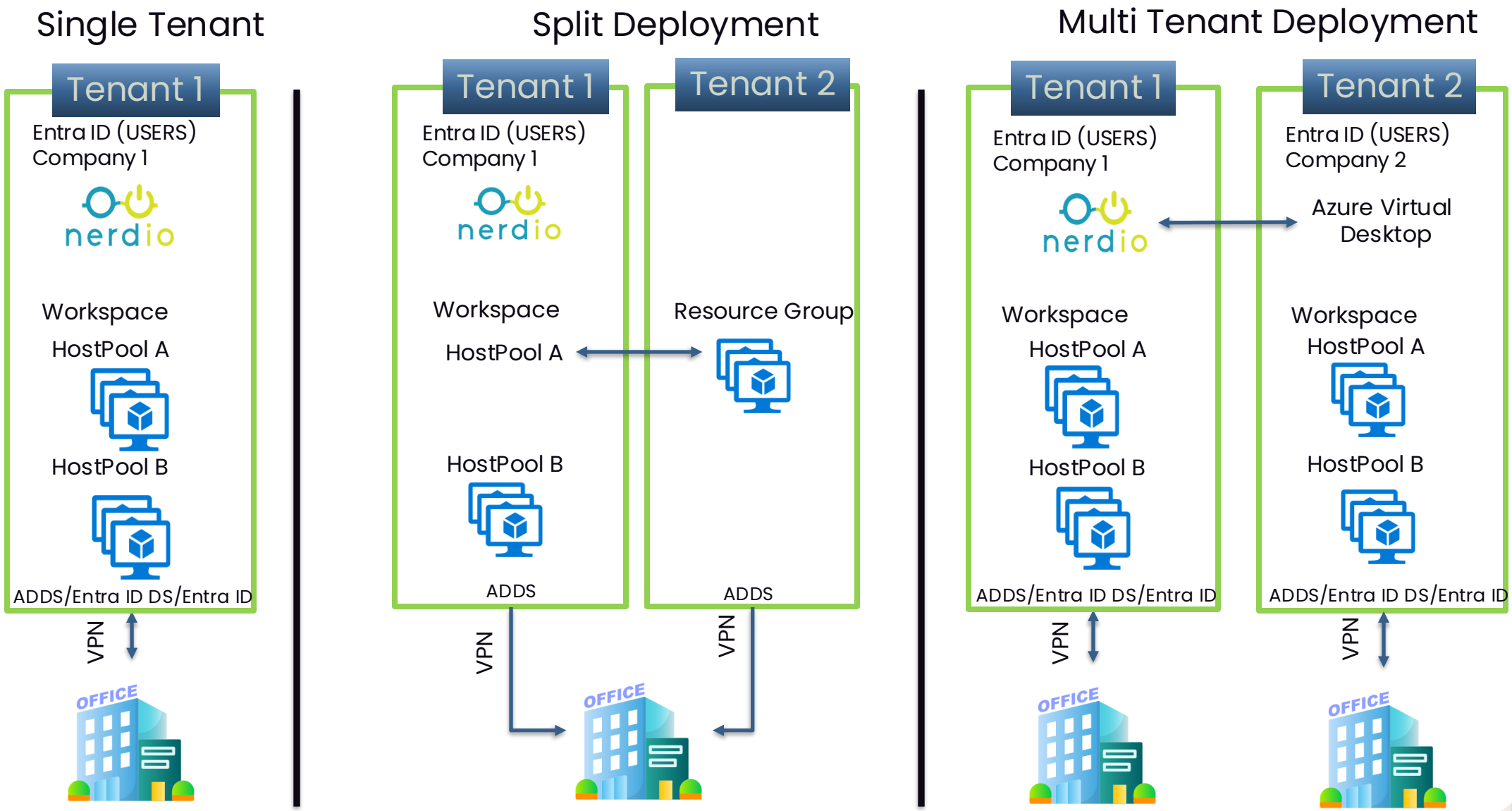
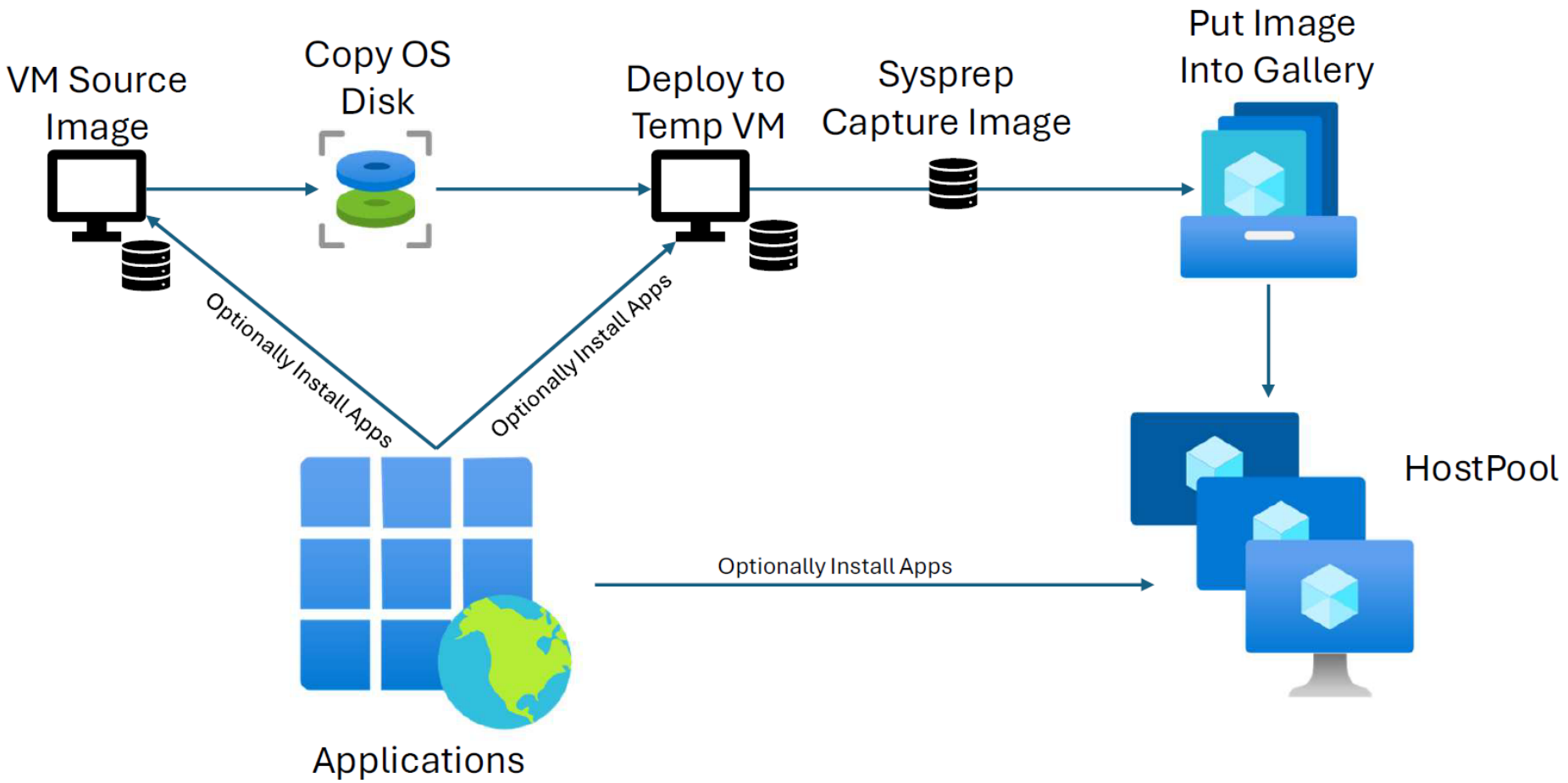


Image creation process



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Thank you